

The New Role of CVS Health

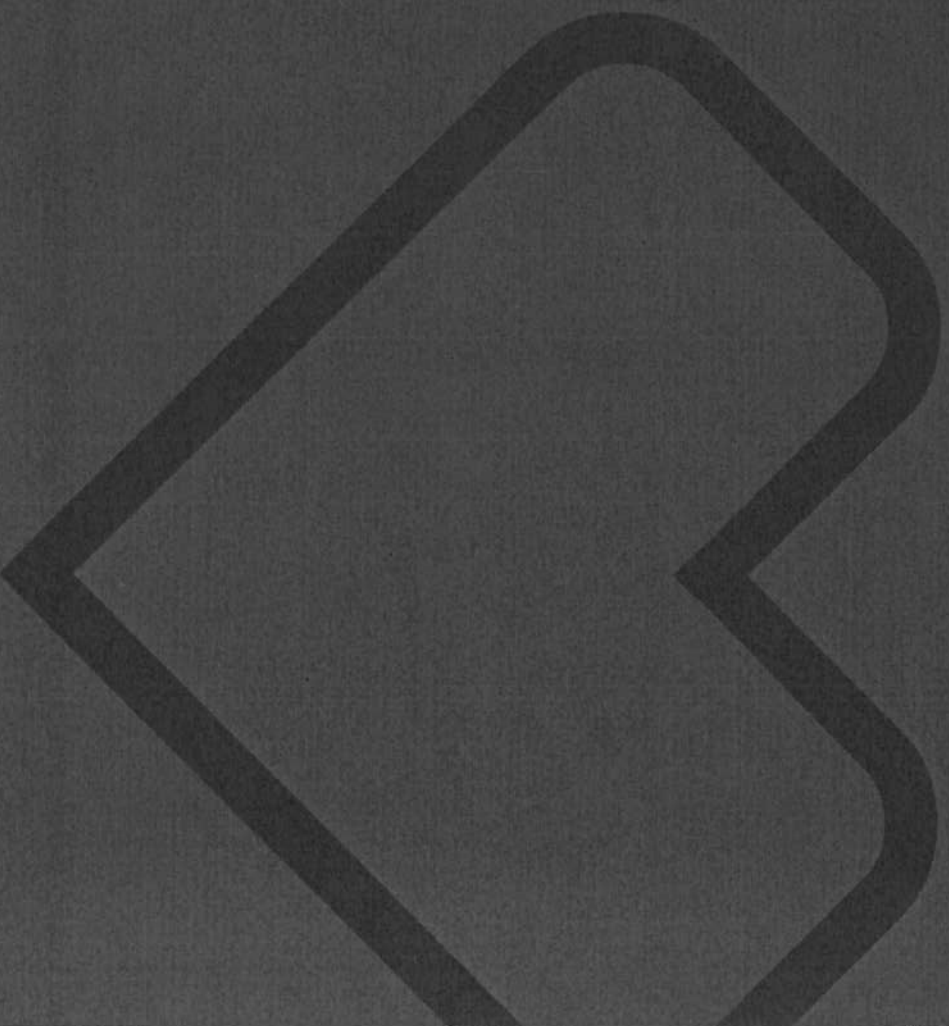
Michael Ayotte, R.Ph.

Head of State Government Affairs

Michigan House

Health Policy Committee

May 2015 Presentation



Helping People on their Path to Better Health in Michigan



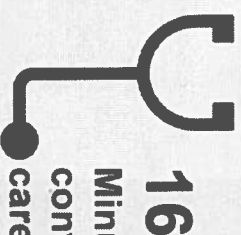
247

CVS/pharmacy stores
4 new stores opened in 2015



5400+

Employees including 743
pharmacists and
nurse practitioners



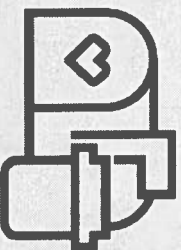
16

Minute Clinics providing
convenient affordable health
care for common illnesses and
minor injuries



19,432,035

Prescriptions filled



15,532,971

Michigan prescription claims
processed through our PBM
mail pharmacies

Tax Contributions
\$76,830.031 in state
and municipal taxes

MI Facilities

- Novi
- West Bloomfield
- Troy



\$181,940

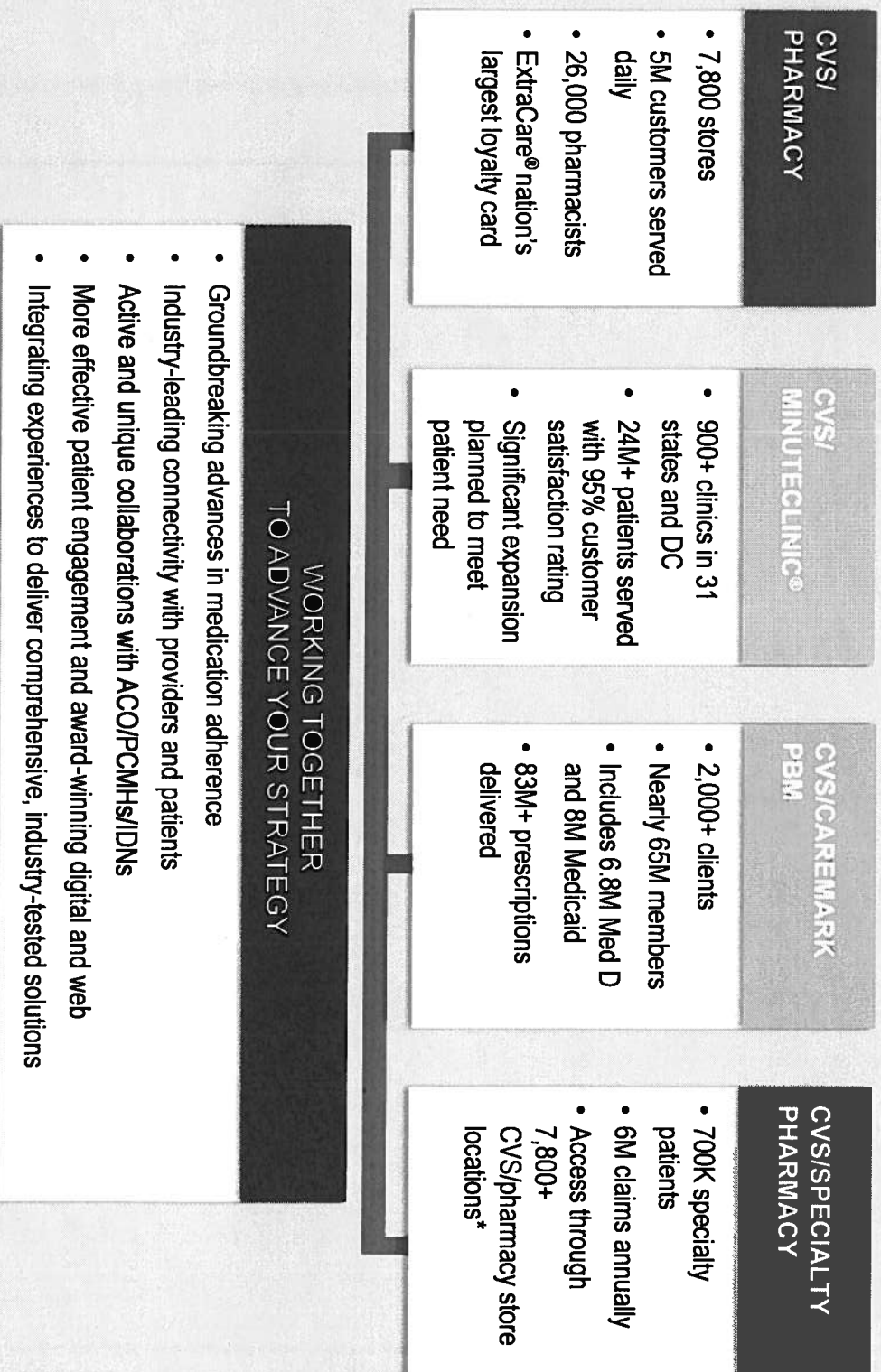
to Michigan non-profits in
community giving.



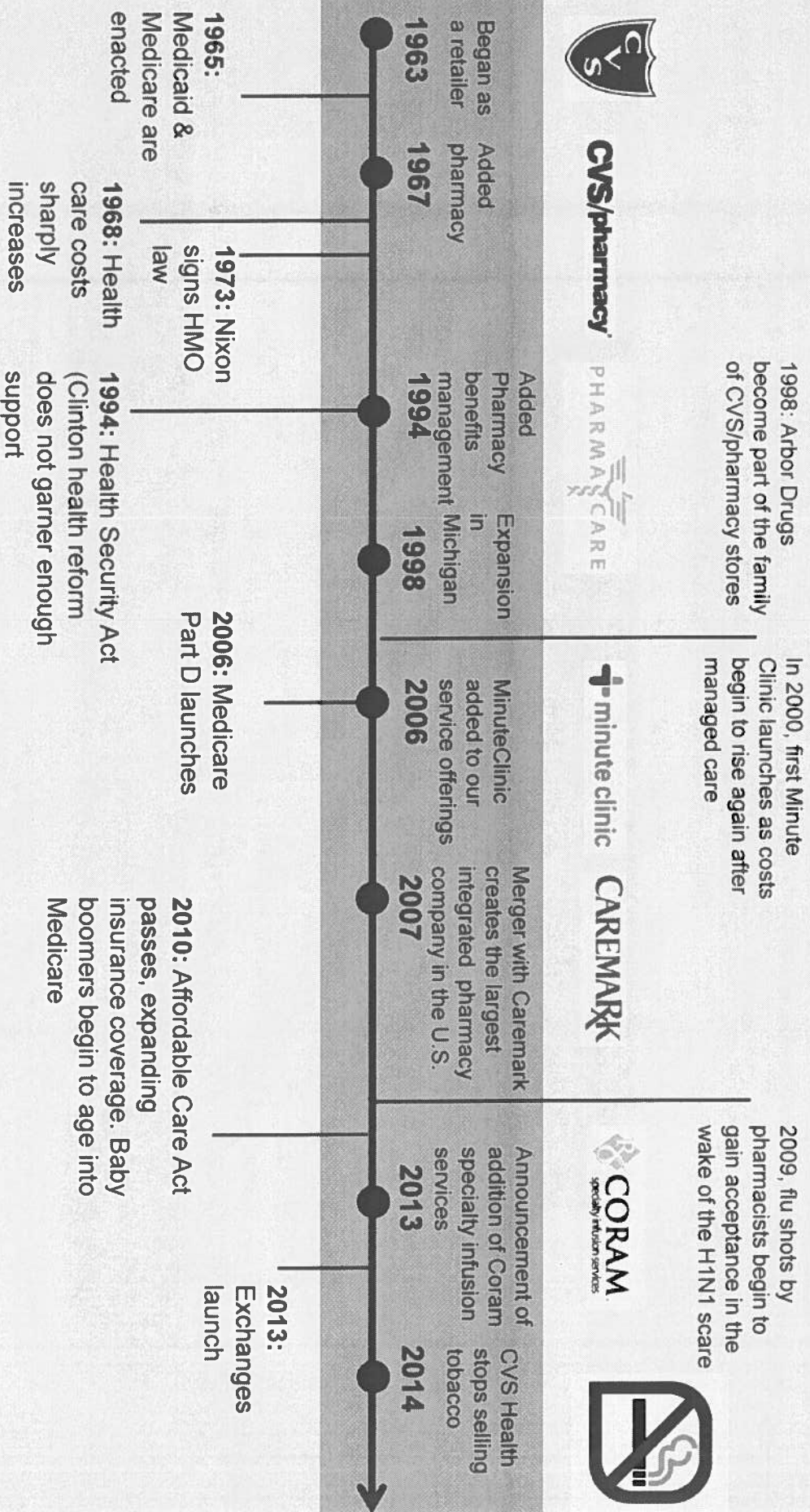
CVSquitstobacco

Removed all tobacco products
in September 2014

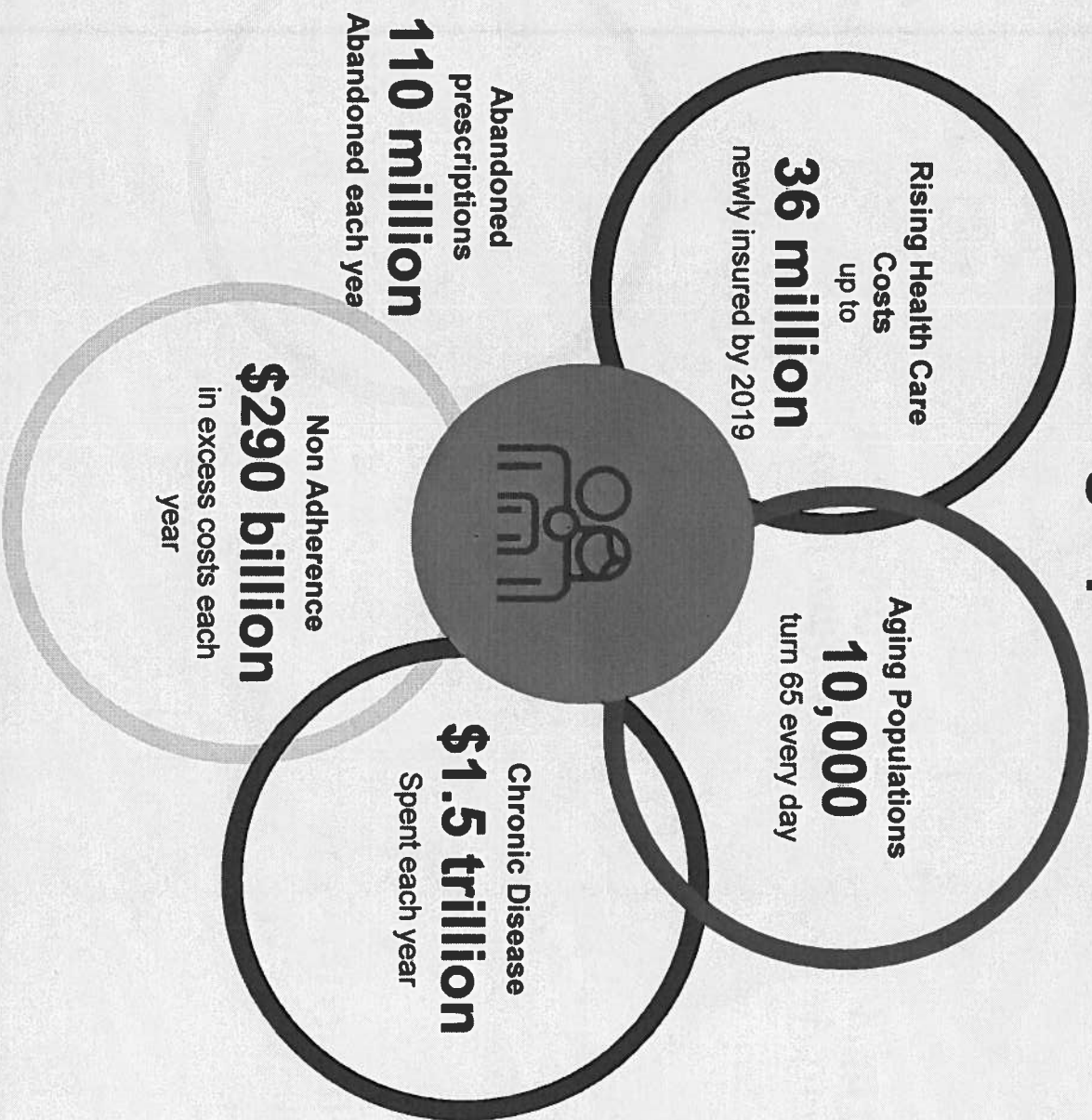
CVS Health National Presence



Evolving with the Health Care Landscape



Economic and Demographic Factors



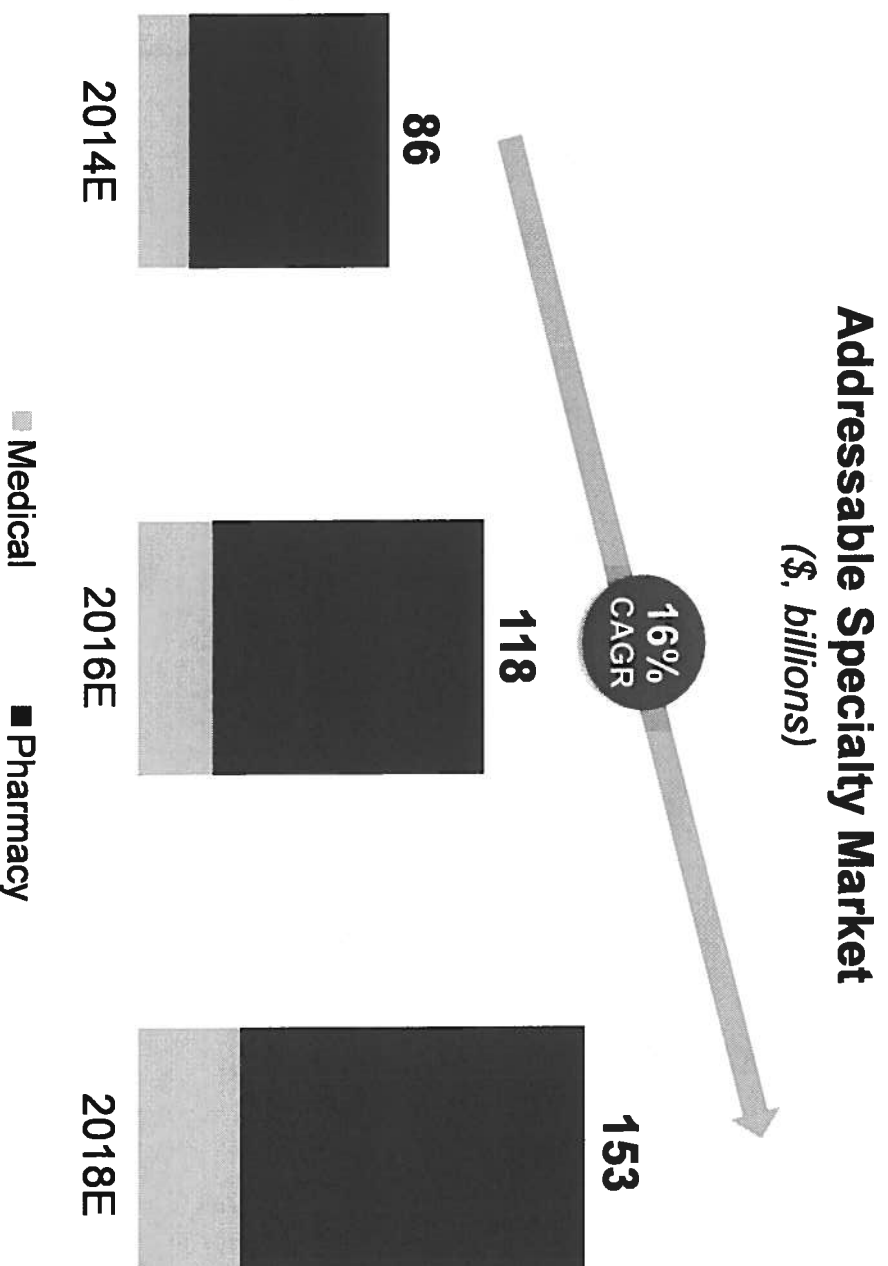
Examples of How We Are Enabling Innovation



Current Health System Affiliations



Addressable Specialty Market is One of the Fastest Growing Segments in Health Care



Note:

1. Addressable specialty market currently excludes infused oncology.

Source: NHE, Artemetrx, CVS Health Internal Analysis, 2013.

Specialty Connect™: Helps Improve Access, the Quality of Patient Care and Convenience

OUR APPROACH: SEAMLESS INTEGRATION OF LOCAL PHARMACY AND SPECIALTY CARETEAM

**PRESCRIPTION INITIATED AT
PATIENTS' CHOICE OF
PHARMACY***



PHARMACY



SPECIALTY
MAIL

**24/7 PERSONALIZED EDUCATION
AND SUPPORT**



THERAPY-SPECIFIC
SPECIALTY CARETEAMS
COUNSEL PATIENT

**DRUG DELIVERED TO
PATIENT'S LOCATION OF
CHOICE**



PHARMACY*



HOME

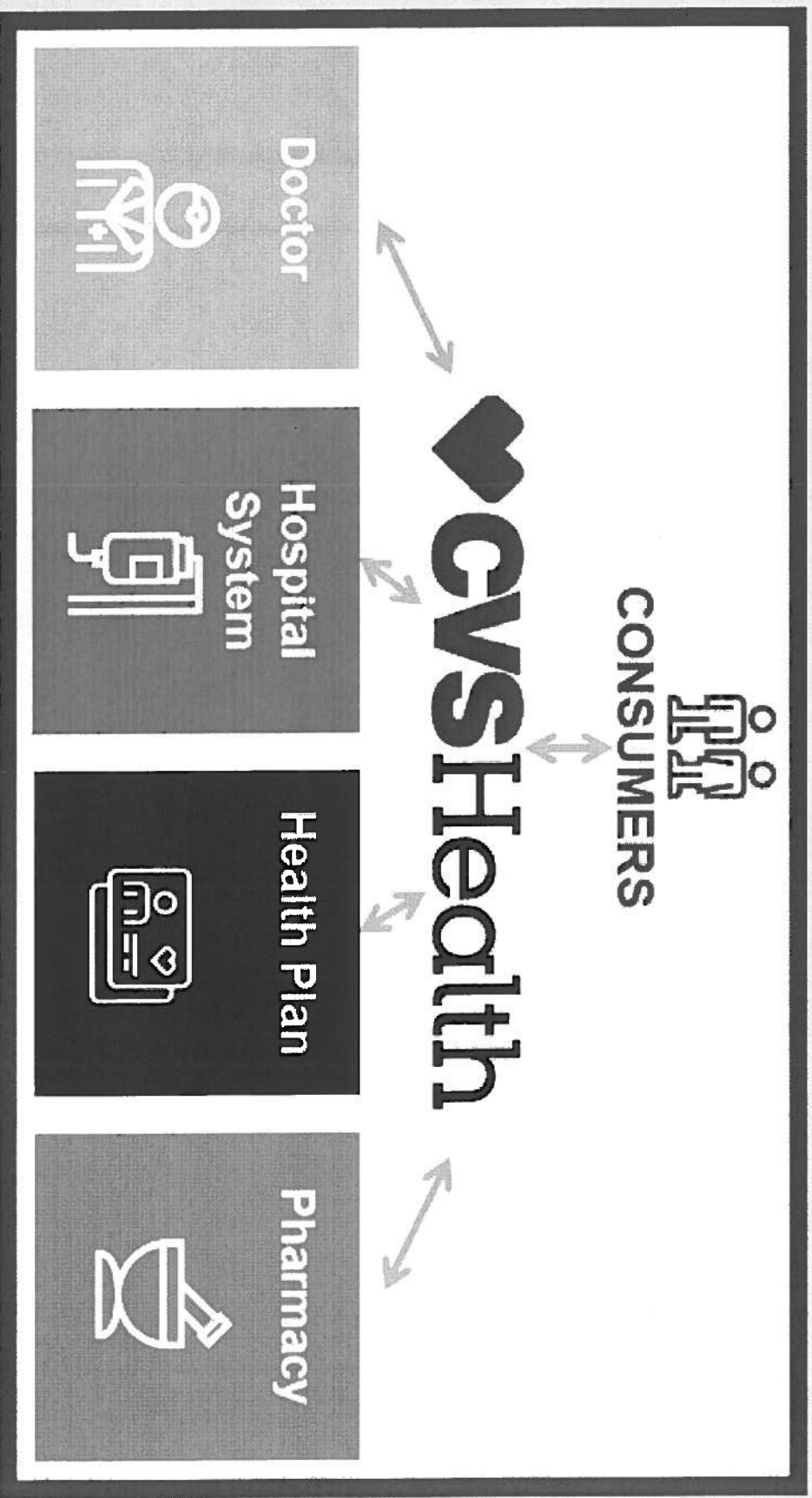
50%

**of patients preferred
to pick up at retail**

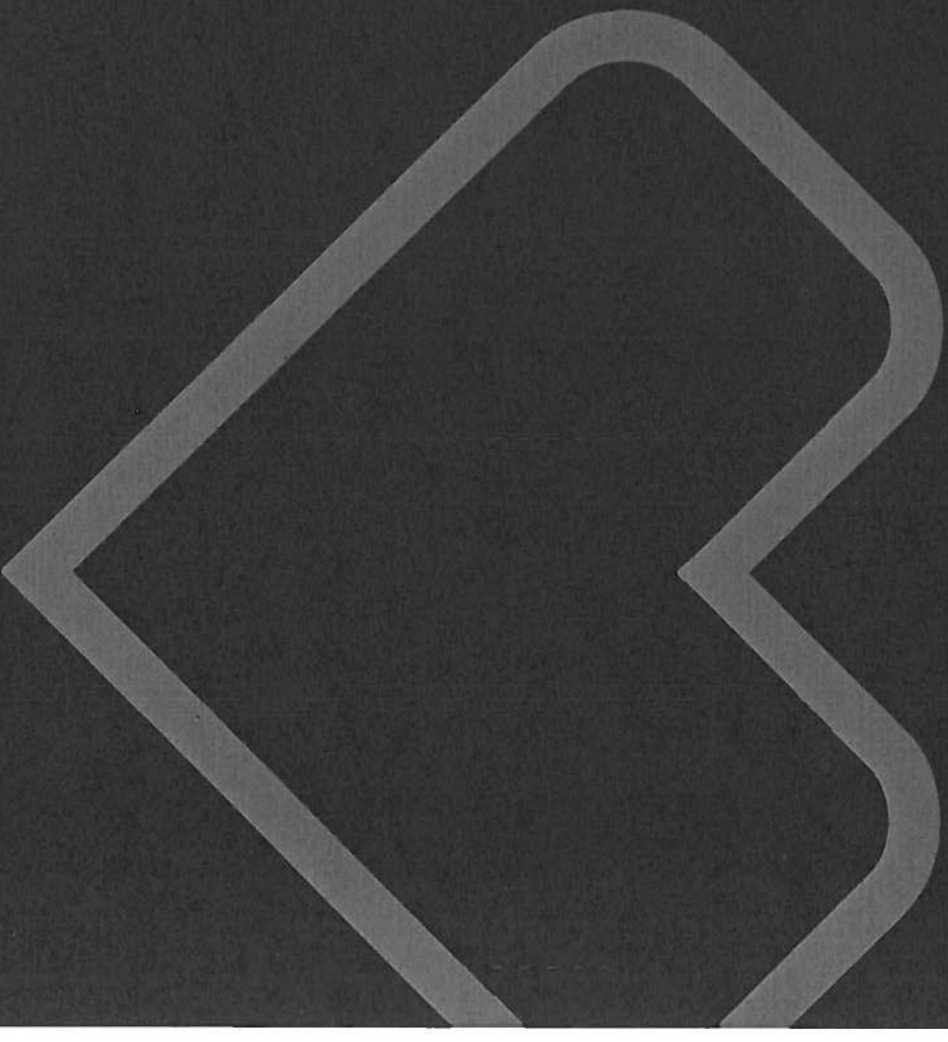
13%

**Increase in adherence
through Specialty Connect**

Connecting the System and Meeting Patient Care Goals



Thank You



The first part of the paper discusses the importance of maintaining accurate records of all transactions. It is essential for the business to have a clear and concise record of all income and expenses, as this will be necessary for the preparation of the tax return. The second part of the paper discusses the importance of keeping up to date with the latest tax laws and regulations. It is important to consult with a tax professional to ensure that the business is compliant with all applicable laws. The third part of the paper discusses the importance of maintaining proper documentation for all transactions. This includes keeping receipts, invoices, and other documents that can be used to verify the accuracy of the records. The fourth part of the paper discusses the importance of having a clear understanding of the business's financial situation. This includes knowing the current balance of the business's bank accounts, as well as the amount of income and expenses for each month. The fifth part of the paper discusses the importance of having a clear understanding of the business's tax obligations. This includes knowing the amount of taxes that must be paid, as well as the deadlines for payment. The sixth part of the paper discusses the importance of having a clear understanding of the business's cash flow. This includes knowing the amount of cash that is coming in and going out of the business, as well as the amount of cash that is being held in reserve. The seventh part of the paper discusses the importance of having a clear understanding of the business's overall financial health. This includes knowing the business's net worth, as well as the amount of debt that is being incurred. The eighth part of the paper discusses the importance of having a clear understanding of the business's future prospects. This includes knowing the business's potential for growth, as well as the risks that are associated with the business. The ninth part of the paper discusses the importance of having a clear understanding of the business's legal obligations. This includes knowing the laws that apply to the business, as well as the consequences of non-compliance. The tenth part of the paper discusses the importance of having a clear understanding of the business's ethical obligations. This includes knowing the ethical standards that apply to the business, as well as the consequences of non-compliance.